

Message Text

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44

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 SSO-00 OMB-01 TRSE-00

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FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC IMMEDIATE 9247

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EO 11652: NA

TAGS: BEXP, IR

SUB: MAJOR PROJECTS: CHAH BAHAR PORT - BROWN AND ROOT COMPANY

1. LONG-PENDING \$1 BILLION PLUS CHAH BAHAR GOI NAVAL FACILITY CONTRACT APPEARS TO BE ENTERING FINAL STATE OF NEGOTIATIONS BETWEEN BROWN AND ROOT WITH ASSOCIATE INTERESTS AND GOI. ENGINEERING DETAILS HAVE BEEN SUBJECT OF CONTINUING DIALOGUE AND NOW DETAILS OF COSTING, PERSONNEL, LOGISTICS, ETC., WILL BE TAKEN UP BY NEGOTIATING TEAM CONSISTING OF JIMMIE WINNER AND CHARLES MARVERICK, LEGAL COUNSEL, ARRIVING TEHRAN FROM HOUSTON OFFICE O/A SEPTEMBER 28.

2. IN PREPARATION FOR NEGOTIATING SESSIONS, BROWN & ROOT LOCAL STAFF MEMBER HAS CONSULTED EMBASSY FOR INFORMATION ON EXPORT PRICES IN U.S. AND COMMON MARKET/OECD COUNTRIES OF FOLLOWING: IRON AND STEEL, NON-FERROUS METALS, WHOLESALE COMMODITIES, CONSTRUCTION EQUIPMENT, CEMENT, AND COST OF LIVING INDICES AND PERSONNEL COSTS WERE ALSO REQUESTED. DATA REQUESTED BOTH IN FORM OF INDICES 1962-1976 AND RECENT TRENDS AND FORECASTS.

3. DATA AVAILABLE FROM SURVEY OF CURRENT BUSINESS, IMF INTERNATIONAL FINANCIAL STATISTICS AND OECD OBSERVER MAGAZINE WERE PROVIDED, WHICH COVERS SOME BUT NOT ALL OF REQUIREMENT.

4. BROWN & ROOT LOCAL CONTACT MENTIONED THAT B&R HOUSTON OFFICE HAS BEEN REQUESTED PROVIDE THIS DATA BUT TO DATE HAD APPARENTLY NOT DONE SO.

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5. ACTION REQUESTED: CONTACT HOUSTON OFFICE OF BROWN & ROOT AND ASCERTAIN DISCREETLY IF THERE IS (A) ANY ASSISTANCE ON DATA COLLECTION WHICH CAN BE GIVEN. (LOCAL CONTACT MAY HAVE SIGNALS CROSSED AND IN FACT WE WILL FIND THAT HOUSTON OFFICE HAS FULLY EQUIPPED NEGOTIATING TEAM.) IN VIEW OF PROBABLE DEPARTURE OF TEAM OVER WEEKEND, PERHAPS CONTACT COULD BE MADE BEFORE COB 9/25). ALTERNATIVELY, ANY COMMENTS ON SOURCES ETC. OR ADDITIONAL DATA FOR TRANSMISSION BY POST TO BROWN & ROOT TEHRAN OFFICE WOULD BE WELCOME. (B) ONE SPECIFIC REQUEST FOR WHICH CITED PUBLICATIONS DO NOT CONTAIN SUFFICIENT DATA IS COMPARATIVE COSTS FOR CEMENT. ANY INFORMATION ON SUBJECT OF CEMENT PRICES/AVAILABILITY WORLDWIDE (WITH PARTICULAR ATTENTION TO REGIONAL SUPPLIES, E.G. INDIA, PAKISTAN) IS REQUESTED. CEMENT COMPRISES SIGNIFICANT PORTION OF MATERIALS REQUIREMENT FOR ALL MAJOR INFRASTRUCTURE PROJECTS AND COMPARATIVE INFORMATION WOULD BE OF INTEREST TO POST IN GENERAL AS WELL AS FOR SPECIFIC REQUEST CITED ABOVE.

HELMS

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